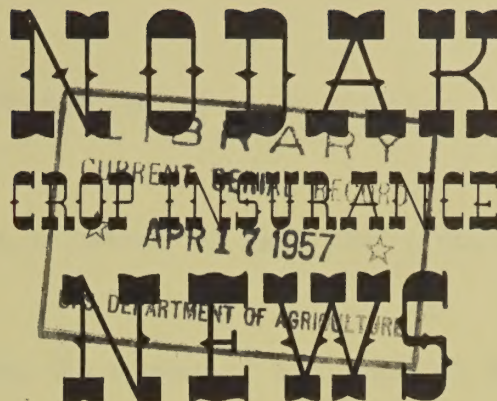


Reserve
1.956
A2N67



FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1956 Edition - No. 1

February 15, 1956

It has been several months since the last issue of the Nodak News. We will try to have one every week during the balance of the Sales Campaign and then as often as we have news after that.

AGENT CHANGES - Several agents resigned at the end of 1955. We wish to welcome the new agents, who are:

Billings - Stark Counties - W. K. Foster of Dickinson
Bowman - Slope Counties - Stanley Benson of Bowman
Divide County - - - - - H. S. Robinson of Crosby
Emmons County - - - - - Anton Frison of Linton
McHenry County - - - - - George Opland of Granville

BARLEY INSURANCE - We have been allocated three counties in which barley insurance may be sold. The counties selected were Cass, Traill and Pembina. In Cass and Traill we are limiting the sales to 400 in each county. All of these counties have planned an intensive sales campaign and are making sales.

FLAX INSURANCE - McIntosh, Emmons, and Logan counties are selling flax insurance for 1956. In these counties, flax has become a major crop during the past few years. We are happy to offer insurance protection to the flax growers in this area.

SUPERVISOR CHANGE - Most of you know that Supervisor Kenneth Tollefson has transferred to the Washington office and will be working in the Claims Division. We wish Kenny success in his new position and hope he will be with us when we have meetings with Key Adjusters later in the year. Harold Schonberger of

APR 17 1951
 U.S. DEPT. OF JUSTICE
 DIVISION OF INVESTIGATION

February 25, 1951

100-100000-10000

It has been several months since the last issue of the Bulletin was published. We will try to have one every week during the balance of the year. The Bulletin is published as often as it can be made ready for publication. The next Bulletin will be published on or about the first of May, 1951.

- Albany - Albany County - 100-100000-10000
- Albany - Albany County - 100-100000-10000
- Albany - Albany County - 100-100000-10000
- Albany - Albany County - 100-100000-10000
- Albany - Albany County - 100-100000-10000
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- Albany - Albany County - 100-100000-10000
- Albany - Albany County - 100-100000-10000

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Minot has been appointed to replace Kenny. Harold worked as an adjuster while attending N.D.A.C.

SUMMARY OF 1955 OPERATIONS - We are enclosing a summary of last year's operations for your information.

SALES FOR 1956 - Attached is a listing showing the number of applications received to date in the State Office. A few bright spots but there are too many dark spots in the picture. Study this list carefully and start to improve your standing.

SALES REPORTS - Please get them in on time and please review your records carefully from week to week so that the reports reflect the correct data. We are doing everything we can to help you.

PREMIUM COLLECTIONS - We stand to lose a lot of business if we don't collect the outstanding accounts by March 31 where a contract is still in force. Every agent should review his accounts and do everything he can to collect the amounts still due.

ENVELOPES FOR INSUREDS - We still have some. The cost, as you know, is 2 cents per envelope.

ACREAGE REPORTS - If you need any, order immediately.

DECEASED INSUREDS - Whenever an insured dies the contract must be terminated. You should advise us immediately on an FCI-6 giving us the date of death, if before or after seeding, and the name and address of the successor in interest. If a widow or the Estate files a new application, attach a statement to the application giving us all pertinent information so that reserves can be properly transferred. Be sure that the application is properly numbered.

LIST OF AGENTS - Enclosed is a current list of our Agents. Please check and advise us of any corrections in addresses or telephone numbers. If you have a phone and we have not shown the number, please advise us immediately.

APPLICATIONS RECEIVED TO DATE

<u>WHEAT</u>		<u>WHEAT</u>	
County	Received	County	Received
Adams	1	McKenzie	0
Benson	40	McLean	3
Billings	1	Mercer	0
Bottineau	40	Morton	0
Bowman	3	Mountrail	6
Burke	0	NELSON	21
BURLEIGH	0	OLIVER	3
CASS	11	Pembina	17
Cavalier	54	Ramsey	180
Divide	0	Renville	0
Dunni	2	Rolette	86
Eddy	13	Sheridan	8
Emmons	2	Sioux	0
Foster	21	Slope	0
Golden Valley	16	Stark	3
Grant	0	Stutsman	22
Griggs	0	Towner	54
Hettinger	1	Traill	14
Kidder	2	Walsh	47
Logan	0	Ward	6
McHenry	9	Wells	16
McIntosh	0	Williams	14
		TOTAL	716

APPLICATIONS RECEIVED TO DATE

MULTIPLE

<u>County</u>	<u>Received</u>
Barnes	38
Dickey	22
Grand Forks	62
LaMoure	36
Pierce	80
Ransom	23
Richland	13
Sargent	24
Steele	20
<u>TOTAL</u>	<u>318</u>

* * * * *

BARLEY

<u>County</u>	<u>Received</u>
Cass	31
Pembina	0
Traill	0
<u>TOTAL</u>	<u>31</u>

FLAX

<u>County</u>	<u>Received</u>
Benson	7
Bottineau	1
Cass	9
Eddy	7
Emmons	0
Foster	5
Logan	0
McIntosh	0
McLean	0
Nelson	1
Pembina	3
Ramsey	9
Stutsman	56
Traill	14
Walsh	30
Ward	8
<u>TOTAL</u>	<u>150</u>

RECAPITULATING RECORDS BY DATE		RECAPITULATING RECORDS BY DATE	
DATE	RECORDS	DATE	RECORDS
1	100	1	100
2	100	2	100
3	100	3	100
4	100	4	100
5	100	5	100
6	100	6	100
7	100	7	100
8	100	8	100
9	100	9	100
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13	100	13	100
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34	100	34	100
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91	100	91	100
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93	100	93	100
94	100	94	100
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96	100	96	100
97	100	97	100
98	100	98	100
99	100	99	100
100	100	100	100

Reserve

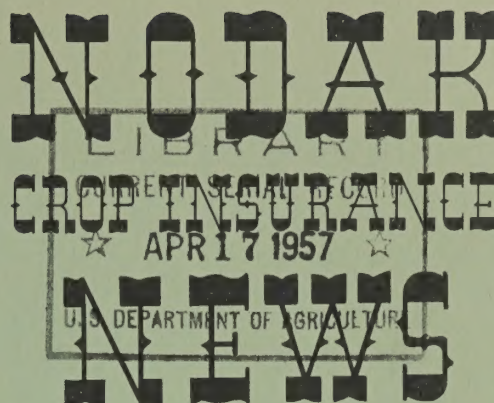
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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1956 - Edition No. 2

February 23, 1956

SALES - After today there are only 37 days before March 31, including Saturdays and Sundays. That's all the time left in which to make 1956 sales.

We are happy to see that most agents are using newspaper advertising, and that some radio advertising has also been used. The news ads in many cases are original and are excellent. The use of radio ads should be stepped up as we get toward the closing date. Letters and cards are also an essential part of your sales campaign. We know that you are using all of these sales aids and all of them are laying the groundwork for the personal contact part of your campaign. Your plans should now be completed so that you and your agents can "Hit the Road" as soon as weather and roads permit.

We are again enclosing a listing of applications received in the State Office to date. Be sure to submit applications as you get them. We are happy to see that several counties have removed themselves from the "Goose Egg Group". We hope that no county will be in this group at the time the next listing is prepared. We also hope that every county will show an increase next time.

MULTIPLE INSURANCE - For 1956 we are offering insureds an option of whether they want Combined Crop Protection or Seperate Crop Protection in Dickey, LaMoure, Ransom and Sargent counties. Only Combined Crop Protection is being offered in Barnes, Grand Forks, Pierce, Richland and Steele counties. Under Seperate Crop Protection, insurance units, the premium and any indemnities are determined separately for each insured crop seeded on the contract. Under Combined Crop Protection, insurance units, the premium and any indemnities are determined on the basis of a combination of all insured crops. Under Seperate Crop Protection, the insured pays a higher premium than he would under Combined Crop Protection because of the greater risk involved. Multiple insureds no longer have the right to have combination units.

PREMIUM COLLECTIONS - Letters will be sent to all active contract holders, that owe the Corporation, on March 1. You will receive copies of the letters. If you make any collections be sure that you transmit them promptly. If you know of any cases where ACP deductions will take care of the amount still owed and you have not already advised us, do so immediately. Remember, if an insured owes the Corporation on March 31, his contract terminates automatically. We have lost too much business already for 1956. Let's not lose any more.

MULTIPLE AGENTS - Please submit all requests to cancell promptly so that our records can be marked.

APPLICATIONS RECEIVED TO DATE
(February 23, 1956)

<u>WHEAT</u>	
<u>County</u>	<u>Received</u>
Adams	1
Benson	42
Billings	1
Bottineau	41
Bowman	3
Burke	1
Burleigh	5
Cass	14
Cavalier	54
Divide	0
Dunn	2
Eddy	13
Emmons	2
Foster	21
Golden Valley	16
Grant	0
Griggs	4
Hettinger	1
Kidder	2
Logan	0
McHenry	9
McIntosh	0

<u>WHEAT</u>	
<u>County</u>	<u>Received</u>
McKenzie	0
McLean	3
Mercer	0
Morton	1
Mountrail	6
Nelson	21
Oliver	4
Pembina	17
Ramsey	180
Renville	0
Rolette	86
Sheridan	8
Sioux	0
Slope	0
Stark	5
Stutsman	23
Towner	54
Traill	14
Walsh	49
Ward	10
Wells	16
Williams	15
<u>Total</u>	<u>744</u>

APPLICATIONS RECEIVED TO DATE
(February 23, 1956)

<u>FLAX</u>	
<u>County</u>	<u>Received</u>
Benson	7
Bottineau	1
Cass	9
Eddy	7
Emmons	0
Foster	5
Logan	0
McIntosh	0
McLean	0
Nelson	2
Pembina	4
Ramsey	9
Stutsman	60
Traill	14
Walsh	32
Ward	8
<hr/>	
TOTAL	158

<u>MULTIPLE</u>	
<u>County</u>	<u>Received</u>
Barnes	39
Dickey	23
Grand Forks	62
LaMoure	38
Pierce	80
Ransom	25
Richland	18
Sargent	24
Steele	20
<hr/>	
TOTAL	329

<u>BARLEY</u>	
<u>County</u>	<u>Received</u>
Cass	61
Pembina	13
Traill	40
<hr/>	
TOTAL	114

1.956
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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1956 Edition No. 3

February 29, 1956

SALES - The time has come when sales must be made. It's March, the last month left in which to get your quota of new business on the books for 1956. Alibis are no good anymore. We have heard them all. Why not be honest and say you are not making enough personal contacts. Crop Insurance can not be sold unless you do. Several agents report many contacts were made before any sales were made. Traill County Agent reports that some 45 personal letters sent to out-of-state landlords brought in 15 applications. He also worked 3 days at A.S.C. sign up meetings explaining Insurance to over 100 farmers and got 19 signed up. Just this one example shows, that without a lot of hard work you won't get sales. This is verified by your week after week report of no sales. Without any more delay you should get ads in all your county papers and follow these up with contacts and more contacts. You had all winter to get salesmen lined up to assist you. We just received a memo from our headquarters office which said among other things that "North Dakota is just coasting along on sales. Sales reports show very little hard work and the result at the end of March will pull the whole National sales program down." These are strong words and because they are true they seem very strong. Now it's up to each of you to get North Dakota out of the cellar on sales. No

Page - 2 - Nodak News

more excuses need be offered because they will get no consideration. You only have a month left, so make it a month of real hard work. Surely your business is worth that much time out of each year to increase your income. It's up to you now, LET'S GO.

ANNUAL REPORT - Enclosed is a report that an agent in Montana prepared for his insureds. We think it's a good idea. In fact we know of one North Dakota Multiple agent, Rudy Anderson in Sargent county, who did prepare an annual report. Rudy mimeographed his. If any other agent has done something along these lines, send us a copy.

APPLICATIONS RECEIVED - CANCELLATIONS TO DATE - Again we are enclosing a listing of applications received to date. This time we are adding a column showing the number of carryover wheat and flax contracts cancelled for 1956. This includes producer cancellations, no growers, poor risks, etc. Since Multiple counties are still processing cancellations, we are not showing any totals for them. You, wheat and flax, agents can readily see what is needed to bring our business up to last year's and to show an increase. We must also remember that some producers who signed applications for 1956 have cancelled them and also that we will have more cancellations because of unpaid accounts. In fact, right now it looks like some 1100 wheat and flax insureds that have active contracts owe a past due account. This indicates that a greater effort is also needed to collect these accounts by March 31.

APPLICATIONS RECEIVED TO DATE &
CANCELLATIONS TO DATE

(February 29, 1956)

WHEAT

<u>County</u>	<u>Cancelled</u>	<u>Received</u>
Adams	69	1
Benson	151	42
Billings	11	1 1
Bottineau	165	43
Bowman	39	6
Burke	42	1
Burleigh	75	5
Cass	200	19
Cavalier	270	54
Divide	20	0
Dunn	69	2
Eddy	78	13
Emmons	57	2
Foster	40	21
Golden Valley	11	16
Grant	34	0
Griggs	61	4
Hettinger	118	1
Kidder	89	2
Logan	102	0
McHenry	71	9
McIntosh	61	0

WHEAT

<u>County</u>	<u>Cancelled</u>	<u>Received</u>
McKenzie	87	0
McLean	168	3
Mercer	98	3
Morton	77	2
Mountrail	70	6
Nelson	112	21
Oliver	24	5
Pembina	79	21
Ramsey	84	180
Renville	58	0
Rolette	75	86
Sheridan	139	9
Sioux	21	0
Slope	30	0
Stark	62	5
Stutsman	160	29
Towner	69	58
Traill	82	14
Walsh	306	49
Ward	130	11
Wells	120	16
Williams	48	15

TOTAL

3932

775

APPLICATIONS RECEIVED TO DATE &
CANCELLATIONS TO DATE

(February 29, 1956)

FLAX

<u>County</u>	<u>Cancelled</u>	<u>Received</u>
Benson	67	7
Bottineau	56	1
Cass	168	13
Eddy	45	7
Emmons	--	0
Foster	14	5
Logan	--	0
McIntosh	--	0
McLean	131	0
Nelson	39	2
Pembina	35	4
Ramsey	30	9
Stutsman	129	64
Traill	78	14
Walsh	252	32
Ward	72	8
<u>TOTAL</u>	<u>1116</u>	<u>166</u>

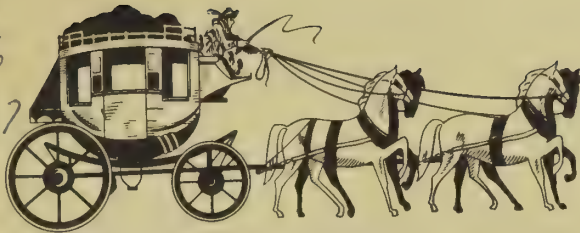
MULTIPLE

<u>County</u>	<u>Received</u>
Barnes	46
Dickey	25
Grand Forks	62
LaMoure	44
Pierce	80
Ransom	30
Richland	21
Sargent	32
Steele	20
<u>TOTAL</u>	<u>360</u>

BARLEY

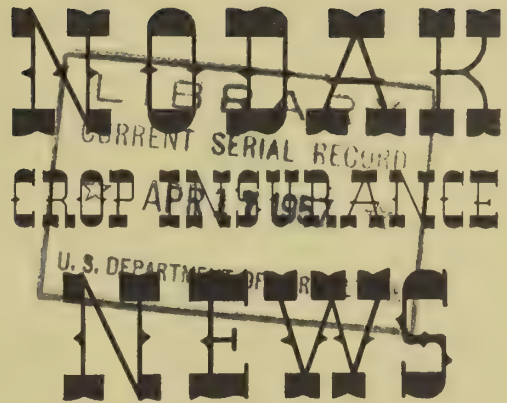
<u>County</u>	<u>Received</u>
Cass	78
Pembina	15
Traill	40
<u>TOTAL</u>	<u>133</u>

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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1956 Edition No. 4

March 7, 1956

SALES - This week we have arranged the counties by Supervisor areas on the listings showing applications received and cancellations. In this way you can readily see how your Supervisor stands with respect to the rest of the State. You can also see what is needed in his area to offset cancellations and to show the increase in business that was budgeted for you and for the area. Austin Coe is still well in the lead on Wheat sales. Austin got off to a fast start last fall as you all know. Now it's up to the rest of you to catch up to him. As is usually the case, Jack Miller is leading the flax counties. Surely you fellows in the new counties offering flax are going to do something about this. We certainly expect you to. Pam Cruden is now leading the Multiple counties but his lead isn't too secure since Agent Lian is not too far behind. A nice race is developing between "Dutch" Frankfurth and "Hub" Fulton on barley sales. Each is limited to 400 sales so the only question is -- who will get there first? With the closing date only about 3 weeks away we hope that you are out making the personal contacts that are necessary to assure a successful Sales Campaign.

Satisfactory Recovery - Supervisor G. L. Thexton underwent surgery on February 21. He is out of the hospital and recuperating in a satisfactory manner but will be off the job for a while yet.

2015

1. The first part of the document discusses the importance of maintaining accurate records of all transactions and activities. It emphasizes the need for transparency and accountability in financial reporting.

2. The second part of the document outlines the various methods and techniques used to collect and analyze data. It includes a detailed description of the experimental procedures and the statistical analysis performed.

3. The third part of the document presents the results of the study. It includes a series of tables and graphs that illustrate the findings of the research. The data shows a clear trend of increasing activity over time.

4. The fourth part of the document discusses the implications of the findings. It suggests that the results have significant implications for the field of study and may lead to further research in this area.

5. The fifth part of the document concludes the study. It summarizes the key findings and provides a final statement on the importance of the research.

APPLICATIONS RECEIVED AND CANCELLATIONS TO DATE

March 7, 1956

SUPERVISOR SCHONBERGER'S AREA(Wheat)

COUNTY	CANCELLED	RECEIVED
Bottineau	165	48
Burke	42	2
Divide	20	0
McHenry	71	10
McLean	168	4
Mountrail	70	7
Renville	58	0
Rolette	75	88
Ward	130	14
Williams	48	22
TOTALS	847	195

(FLAX)

Bottineau	56	1
McLean	131	3
Ward	72	9
TOTALS	259	13

(MULTIPLE)

Pierce	80
TOTALS	80

SUPERVISOR OLSON'S AREA(Wheat)

COUNTY	CANCELLED	RECEIVED
Burleigh	75	5
Emmons	57	2
Kidder	89	2
Logan	102	0
McIntosh	61	0
Mercer	98	4
Morton	77	3
Oliver	24	6
Sheridan	139	9
Wells	120	16
TOTALS	849	47

(FLAX)

Emmons	--	0
Logan	--	0
McIntosh	--	0
TOTALS	--	0

SUPERVISOR ERICKSON'S AREA

(WHEAT)

COUNTY	CANCELLED	RECEIVED
Cass	200	20
Griggs	61	4
Stutsman	160	31
Traill	82	16

TOTALS 503 71
 * * * * *

(FLAX)

Cass	168	17
Stutsman	129	67
Traill	78	22

TOTALS 375 106
 * * * * *

(MULTIPLE)

Barnes	48
Dickey	27
LaMoure	50
Ransom	34
Richland	23
Sargent	40
Steele	21

TOTALS 243
 * * * * *

(BARLEY)

Cass	89
Traill	80

TOTALS 169

SUPERVISOR THIXTON'S AREA

(WHEAT)

COUNTY	CANCELLED	RECEIVED
Benson	151	45
Cavalier	270	54
Eddy	78	13
Foster	40	21

Nelson 112 23
 Pembina 79 26
 Ramsey 84 186
 Towner 69 58
 Walsh 306 51

TOTALS 1189 477

* * * * *

(FLAX)

Benson	67	9
Eddy	45	7
Foster	14	5
Nelson	39	3
Pembina	35	5
Ramsey	30	9
Walsh	252	33

TOTALS 482 71

* * * * *

(BARLEY)

Pembina	23
---------	----

TOTALS 23

* * * * *

(MULTIPLE)

Grand Forks 66

SUPERVISOR MARKEL'S AREA

(WHEAT)

<u>COUNTY</u>	<u>CANCELLED</u>	<u>RECEIVED</u>
Adams	69	2
Billings	11	2
Bowman	39	6
Dunn	69	2
Golden Valley	11	16
Grant	34	0
Hettinger	118	2
McKenzie	87	5
Sioux	21	0
Slope	30	7
Stark	62	7
TOTALS	551	49

* * * * *

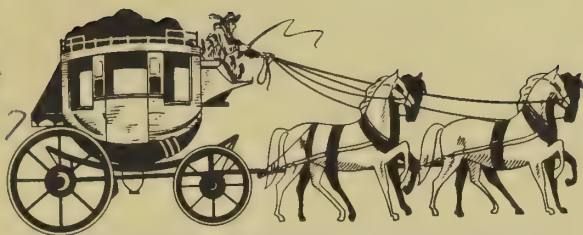
TOTALS (All Areas)

<u>COMMODITY</u>	<u>CANCELLED</u>	<u>RECEIVED</u>
Wheat	3932	832
Flax	1116	190
Multiple	(No totals yet)	389
Barley	- - - -	192
STATE TOTALS	5048	1610

Reserve

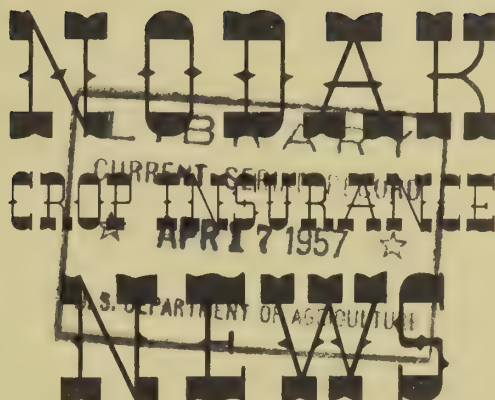
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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1956 Edition No. 5

March 14, 1956

SALES - We wish to quote the following from the Washington Summary of March 9, "I realize that some of you feel we are too repetitious in calling to your attention that some of you are lagging badly on your sales job. I would be less than frank and overlooking the No. 1 concern of all of us at this time if I did not again point out that the reports indicate that the necessary contact work is not being done. You need only look at the sales reports and a companion list of counties in each state where salesmen should be at work and the evidence is clear that we aren't getting enough contact work done regardless of how difficult selling may be in some instances. If no sales contacts are made, we can't expect results. If a few are made, we get a few sales. Where we get good results, many contacts are made.

The picture, of course, isn't all bad. Results are outstanding for this time of the year in some supervisors' areas. Supervisor E. O. Holley, for example, has reached his sales goal of 2,000 in Louisiana with still three weeks to sell. He has 2,125 sales in his area from 9,868 contacts, 242 last week out of 637 contacts. Two of his salesmen, Eldred Juneau and Ellis Coco, Jr., sold 22 last week, one with 38 contacts and the other with 45. He had 13 salesmen in his area who made 15 or more sales."

Austin Coe is still leading in wheat sales, Jack Miller continues to lead the flax counties, Pam Cruden is maintaining his position in Multiple sales and the neck and neck race between the Cass and Trall agents on Barley sales is continuing.

VARIETY - The Oklahoma State Director reports that jackrabbits are doing the most damage to wheat in his state, the worst of any year except 1935. The Mississippi State Director wrote an adjuster to see if he couldn't borrow a horse or plantation mule to ride into farms where high water and bad roads have been preventing him from getting to his last loss adjustments for 1955. In North Dakota we are waiting for the high snow banks to disappear and roads and fields to appear so that we can finish up a few 1955 loss adjustments.

1911

Jan 1st

1911

The first of the year was a very cold day, with a heavy frost. The wind was from the north, and the snow was very deep. The children were very happy to see the snow, and they went out to play. The snow was very soft, and the children were very happy to see it. The snow was very soft, and the children were very happy to see it. The snow was very soft, and the children were very happy to see it.

The second of the year was a very cold day, with a heavy frost. The wind was from the north, and the snow was very deep. The children were very happy to see the snow, and they went out to play. The snow was very soft, and the children were very happy to see it. The snow was very soft, and the children were very happy to see it.

The third of the year was a very cold day, with a heavy frost. The wind was from the north, and the snow was very deep. The children were very happy to see the snow, and they went out to play. The snow was very soft, and the children were very happy to see it. The snow was very soft, and the children were very happy to see it.

The fourth of the year was a very cold day, with a heavy frost. The wind was from the north, and the snow was very deep. The children were very happy to see the snow, and they went out to play. The snow was very soft, and the children were very happy to see it. The snow was very soft, and the children were very happy to see it.

APPLICATIONS RECEIVED AND CANCELLATIONS TO DATE

March 14, 1956

SUPERVISOR SCHONBERGER'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Bottineau	165	51
Burke	42	3
Divide	20	3
McHenry	71	11
McLean	168	5
Mountrail	70	8
Renville	58	0
Rolette	75	88
Ward	130	16
Williams	48	31
TOTALS	847	216

(FLAX)

Bottineau	56	1
McLean	131	4
Ward	72	10
TOTALS	259	15

(MULTIPLE)

Pierce	90	85
TOTALS	90	85

SUPERVISOR OLSON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Burleigh	75	5
Emmons	57	2
Kidder	89	2
Logan	102	1
McIntosh	61	0
Mercer	98	4
Morton	77	4
Oliver	24	8
Sheridan	139	9
Wells	120	20
TOTALS	842	55

(FLAX)

Emmons	---	0
Logan	---	4
McIntosh	---	0
TOTALS	---	4

SUPERVISOR ERICKSON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
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Cass	200	25
Griggs	61	4
Stutsman	160	34
Traill	82	20

TOTALS	503	83
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(FLAX)

Cass	168	24
Stutsman	129	71
Traill	78	28

TOTALS	375	123
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(MULTIPLE)

Barnes	157	54
Dickey	437	27
LaMoure	334	52
Ransom	221	42
Richland	202	23
Sargent	120	47
Steele	99	21

TOTALS	1570	266
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(BARLEY)

Cass	112
Traill	100

TOTALS	212
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SUPERVISOR THEXTON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
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Benson	151	47
Cavalier	270	54
Eddy	78	13
Foster	40	21

NELSON	112	24
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Pembina	79	28
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Ramsey	84	190
--------	----	-----

Towner	69	59
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Walsh	306	51
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TOTALS	1189	487
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(MULTIPLE)

Grand Forks	229	68
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(FLAX)

Benson	67	9
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Eddy	45	7
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Foster	14	5
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Nelson	39	4
--------	----	---

Pembina	35	5
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Ramsey	30	9
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Walsh	252	33
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TOTALS	482	72
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(BARLEY)

Pembina	24
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TOTALS	24
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SUPERVISOR MARKEL'S AREA

(WHEAT)

COUNTY	CANCELLED	RECEIVED
Adams	69	2
Billings	11	2
Bowman	39	6
Dunn	69	2
Golden Valley	11	16
Grant	34	0
Hettinger	118	2
McKenzie	87	5
Sioux	21	0
Slope	30	0
Stark	62	7
TOTALS	551	42

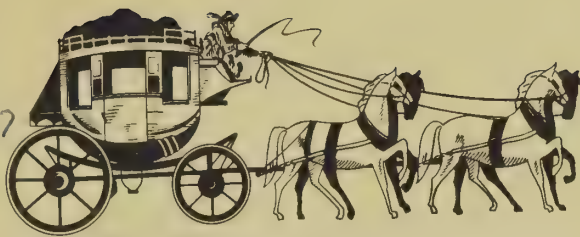
TOTALS (ALL AREAS)

COMMODITY	CANCELLED	RECEIVED
Wheat	3932	883
Flax	1116	214
Multiple	1889	419
Barley	----	236
STATE TOTALS	6937	1752

Reserve

1.956

A2N67



FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1956 Edition No. 6

March 21, 1956

SALES - We are at the critical stage insofar as our 1956 sales campaign is concerned. What is done in the remaining days will determine if you are entitled to an Outstanding, Satisfactory, or Unsatisfactory rating, on the basis of results obtained. All of your sales plans should be in use by now. From here on to the closing date, every minute must be spent in making the personal contacts that are necessary to assure success. There is no change in the Sales Leaders this week.

COLLECTIONS - Supervisor Martin Schmidt and the Adjusters helping him are doing all they can to collect past due 1955 accounts so that the contracts will not be terminated for 1956. But every agent must do everything he can, too, because we just can't lose any more business. It would seem that when you are making contacts for new applications that you will be near some insured who owes. Stop in and see him. The collectors are proving that money can be obtained if the necessary effort is put forth. Be sure to transmit collections promptly.

FORMS FCI-15 - List not more than 20 contracts on a transmittal sheet.

Show the contract number and name of insured in every case.

NUMBERING OF APPLICATIONS - Review agent's release No. 19-1955, dated

November 8, 1955. Please number applications in accordance with this procedure.

281 7 1 1975

1990

APPLICATIONS RECEIVED AND CANCELLATIONS TO DATE

March 21, 1956

SUPERVISOR SCHONBERGER'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Bottineau	165	52
Burke	42	3
Divide	20	3
McHenry	72	13
McLean	168	5
Mountrail	65	9
Renville	57	0
Rolette	74	98
Ward	131	17
Williams	48	47
TOTALS	842	247

SUPERVISOR OLSON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Burleigh	75	7
Emmons	57	18
Kidder	89	2
Logan	102	2
McIntosh	62	0
Mercer	98	4
Morton	77	7
Oliver	24	11
Sheridan	140	11
Wells	120	24
TOTALS	844	86

(FLAX)

Bottineau	56	1
McLean	130	4
Ward	72	11
TOTALS	258	16

(FLAX)

Emmons	--	13
Logan	--	15
McIntosh	--	0
TOTALS	--	28

(MULTIPLE)

Pierce	90	91
TOTALS	90	91

SUPERVISOR ERICKSON'S AREA

(WHEAT)

COUNTY	CANCELLED	RECEIVED
Cass	201	34
Griggs	61	4
Stutsman	160	39
Traill	84	23
TOTALS	506	100

(FLAX)

Cass	168	33
Stutsman	129	81
Traill	80	31
TOTALS	377	145

(MULTIPLE)

Barnes	157	57
Dickey	437	31
LaMoure	334	55
Ransom	223	50
Richland	202	28
Sargent	120	54
Steele	99	22
TOTALS	1572	297

(BARLEY)

Cass	147
Traill	120
TOTALS	267

SUPERVISOR THEXTON'S AREA

(WHEAT)

COUNTY	CANCELLED	RECEIVED
Benson	151	48
Cavalier	270	57
Eddy	79	13
Foster	40	23
NELSON	112	27

Pembina	79	29
Ramsey	84	192
Towner	69	61
Walsh	307	51

TOTALS 1191 501

(MULTIPLE)

Grand Forks	230	73
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(FLAX)

Benson	67	10
Eddy	45	7
Foster	14	5
Nelson	39	6
Pembina	35	5
Ramsey	30	9
Walsh	253	33
TOTALS	483	75

(BARLEY)

Pembina	29
TOTALS	29

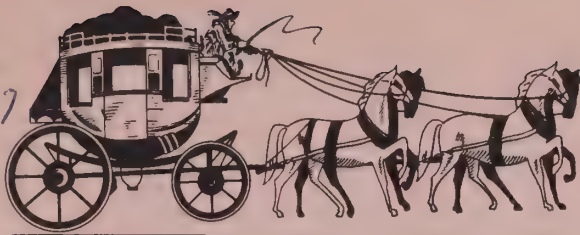
SUPERVISOR MARKEL'S AREA

(WHEAT)

COUNTY	CANCELLED	RECEIVED
Adams	69	2
Billings	11	5
Bowman	39	6
Dunn	69	5
Golden Valley	11	16
Grant	32	0
Hettinger	118	2
McKenzie	83	5
Sioux	21	0
Slope	30	0
Stark	62	7
TOTALS	545	48

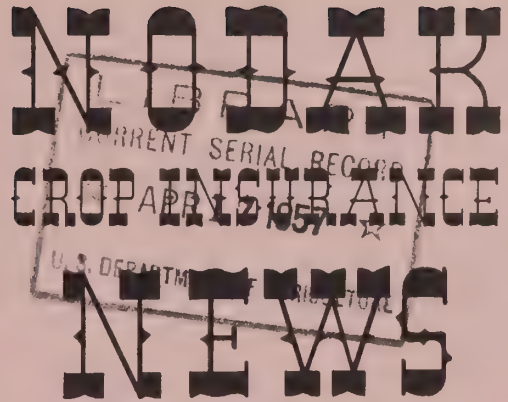
TOTALS (ALL AREAS)

COMMODITY	CANCELLED	RECEIVED
Wheat	3928	982
Flax	1118	264
Multiple	1892	461
Barley		296
STATE TOTALS	6938	2003



FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1956 Edition No. 7

March 28, 1956

SALES - We find that Austin Coe is still leading the wheat counties, Jack Miller is ahead in flax sales, Pam Cruden in multiple and Hub Fulton in barley sales. No changes since we started keeping score.

In comparing the applications received figures against the cancellations to date we note that Gerard Muggli in Golden Valley, W. K. Foster in Billings, Austin Coe in Ramsey, Art Jorgensen in Williams and Vernon Disrud in Rollette have replaced their canceled wheat contracts with new sales. Jorgensen, Coe, Muggli, and Disrud are showing increases in business. No flax agent has replaced his cancellations yet. Pam Cruden has replaced his multiple cancellations and is increasing the business in his county. You fellows are showing that the job can be done. By the close of the Sales Campaign we expect all counties to do so.

COLLECTIONS - Again we want to mention that contracts with unpaid 1955 accounts on March 31 will be terminated. Transmit any collections promptly. Be sure to show the date of payment on the payment card in accordance with the new operating procedure on Premium Collections.

ACREAGE REPORTS - It's time to be getting the headings, etc., on the report forms. Order any needed supplies.

APPLICATIONS RECEIVED AND CANCELLATIONS TO DATE

March 28, 1956

SUPERVISOR SCHONBERGER'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Bottineau	165	55
Burke	42	7
Divide	20	6
McHenry	72	13
McLean	166	9
Mountrail	64	13
Renville	57	16
Rolette	75	98
Ward	132	17
Williams	48	61
TOTALS	841	295

(Flax)

Bottineau	56	1
McLean	129	9
Ward	72	11
TOTALS	257	21

(Multiple)

Pierce	90	98
TOTALS	90	98

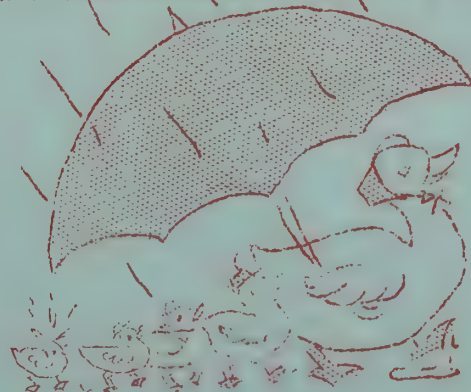
SUPERVISOR OLSON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Burleigh	75	10
Emmons	57	18
Kidder	89	11
Logan	102	3
McIntosh	62	7
Mercer	98	5
Morton	77	8
Oliver	24	12
Sheridan	140	15
Wells	120	26
TOTALS	844	115

(Flax)

Emmons	--	17
Logan	--	18
McIntosh	--	0
TOTALS	--	35



SUPERVISOR ERICKSON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Cass	203	40
Griggs	61	4
Stutsman	160	50
Traill	84	25
TOTALS	508	119

(Flax)

Cass	170	39
Stutsman	129	95
Traill	80	34
TOTALS	379	168

(Multiple)

Barnes	158	63
Dickey	437	31
laMoure	334	56
Ransom	223	57
Richland	202	44
Sargent	120	66
Steele	99	24
TOTALS	1573	341

(Barley)

Cass	--	164
Traill	--	140
TOTALS	--	304

SUPERVISOR THEXTON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Benson	151	48
Cavalier	270	61
Eddy	79	13
Foster	40	23
Nelson	112	30

Pembina 79 30

Ramsey 84 193

Towner 69 67

Walsh 306 57

TOTALS 1190 522

(Multiple)

Grand Forks 230 78

TOTALS 230 78

(Flax)

Benson 67 10

Eddy 45 7

Foster 14 5

Nelson 39 9

Pembina 35 6

Ramsey 30 9

Walsh 253 37

TOTALS 483 83

(Barley)

Pembina -- 36

TOTALS -- 36

SUPERVISOR MARKEL'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Adams	69	2
Billings	11	11
Bowman	39	6
Dunn	69	5
Golden Valley	11	16
Grant	32	0
Hettinger	118	2
McKenzie	83	5
Sioux	21	0
Slope	30	0
Stark	62	11
TOTALS	545	58

TOTALS (ALL AREAS)

COMMODITY	CANCELLED	RECEIVED
Wheat	3928	1109
Flax	1119	307
Multiple	1893	517
Barley	—	340
STATE TOTALS	6940	2273



March 1



March 28

